

TOURISM



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The new Washington Convention Center will bring in \$1.4 billion in economic impact, beginning a new era in hospitality/tourism for the District.

Tourism Industry¹

Number of visitors (2002) 18.6 million
Average Trip Expenditure per party \$480

DC Hotel Market

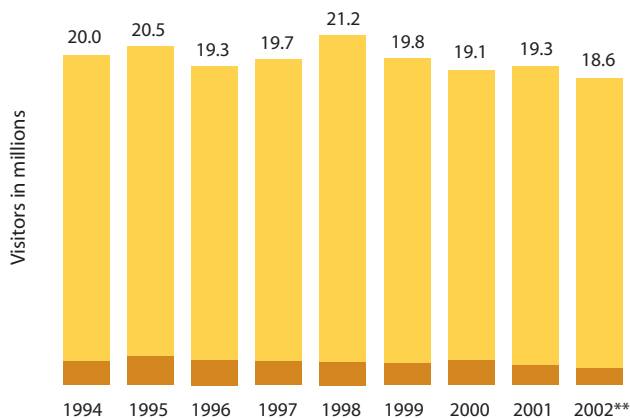
Number of Hotels² 111
Number of Rooms² 25,741
Rooms Under Construction 1,440
Rooms Proposed 4,012
Occupancy Rate² 79.4%
Average Room Rate² \$151.55
Average Length of Stay¹ 2.8 nights

Estimated Taxable Sales (FY 2002)

Hospitality³ \$2.7 billion
Restaurants⁴ \$1.6 billion

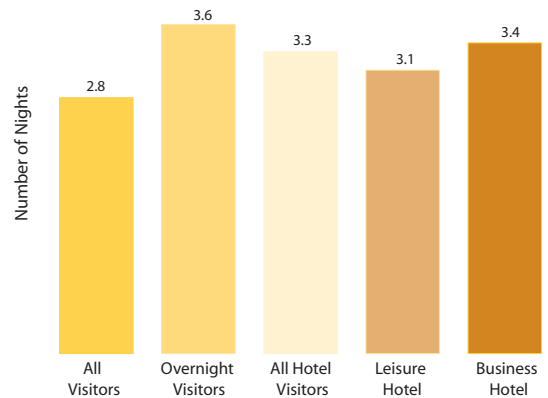
¹Includes transient accommodations, restaurant meals, liquor for consumption on the premises, rental vehicles, prepaid phone cards
Sources: ¹Washington Convention and Tourism Corporation/TIA TravelScope; ²Smith Travel/D.C. Office of Research & Analysis; ³D.C. Office of Research & Analysis (Office of the Chief Financial Officer); ⁴Restaurant Association of Metropolitan Washington

DC Annual Visitors*



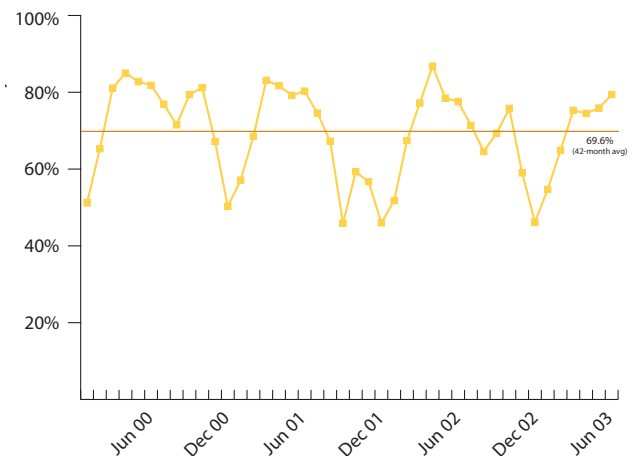
*Metro area defined by zip codes and not PMSA **International visitor volume estimated
Sources: Washington Convention and Tourism Corporation/TIA TravelScope

Average Length of Stay in DC Metro Area (2002)*



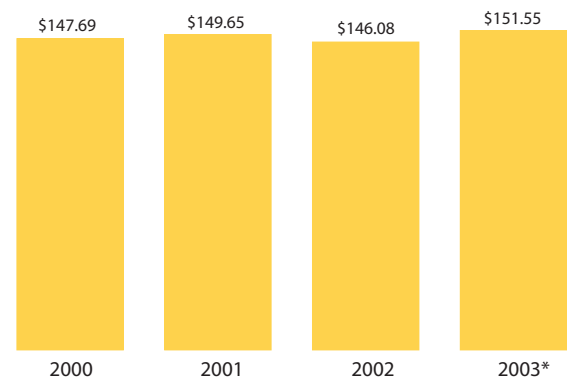
*Metro area defined by zip codes and not PMSA **International visitor volume estimated
Sources: Washington Convention and Tourism Corporation/TIA TravelScope

DC Hotel Occupancy



Source: Smith Travel Research/Office of Research & Analysis

DC Average Room Rates



*2003 numbers are mid-year averages
Source: Smith Travel Research/Office of Research & Analysis

Hotel Occupancy

	Hotel Occupancy*
Metro Market	
New York	65.5%
Washington, DC	62.3%
Top 25 Market Average	60.1%
Philadelphia	59.4%
Chicago	52.4%
Boston	52.3%

*April 2003 Year-to-date

Source: Smith Travel Research/Washington Convention & Tourism Corporation

Hotel Average Room Rate

	Avg Room Rate*
Metro Market	
New York	\$158.17
Washington, DC	\$111.89
Boston	\$111.71
Top 25 Markets	\$99.80
Chicago	\$96.87
Philadelphia	\$91.25

*April 2003 Year-to-date

Source: Smith Travel Research/Washington Convention & Tourism Corporation

Travel & Leisure's Urban Destinations (2002) (Partial results of survey ranking cities in a variety of categories)

Category	Washington, DC Rank
Attractions/Sights	1
City to Visit in the Spring	1
Visiting Historical Sites	1
Attractiveness	2
Cultural Events (value)	3
Public Transportation	3

Travel & Leisure's World's Best Awards (2002) (Rating the World's Top Hotels)

DC Hotels on the List

- Four Seasons Hotel
- Williard InterContinental
- Ritz-Carlton
- St. Regis
- Jefferson Hotel
- Hay Adams
- Swissotel Washington (The Watergate)

Source: Travel & Leisure

CondeNast Traveler's 2002 Reader's Choice Awards

Top US Cities

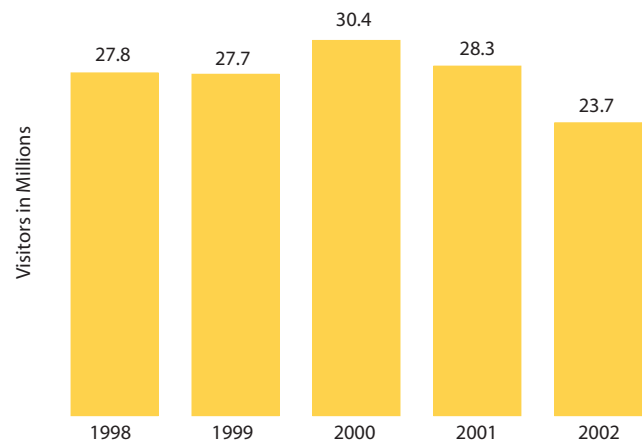
Rank	City	Score
1	San Francisco	85.8
2	New York City	83.1
3	Charleston, SC	81.5
4	Chicago	80.4
5	Santa Fe	77.5
6	New Orleans	76.8
7	Boston	76.4
8	Honolulu	75.5
9	Washington, DC	73.9
10	Carmel, CA	72.7

Source: Conde Nast Traveler

Major Events Venues

	Capacity
RFK Stadium	45,000
New Washington Convention Center	30,000
MCI Arena	22,500
Marriott Wardman Park	12,000
Omni Shoreham	11,000
DC Armory	10,000
Washington Hilton	8,000
The Kennedy Center	7,000
Union Station	3,500
Ronald Reagan International Trade Center	2,000

Smithsonian Visitation (DC Museums)*



*Does not include the National Zoo (approximately three million visitors per year)
Source: Smithsonian